/135 cont./

622 1. The cacique's maternal family must be strong in masculine elements who are ready to back up his decisions and enforce compliance to his will.

2. He must be a Guajiro and of high social standing. /136/

3. He as well as his relatives must be rich, possessing goods, represented above all by animals, which is what gives most prestige in the eyes of the other natives.

622 4. He must tener palabra /literally, "have word"/, that is to say, he must have oratorical talents (Cf. Valuation of the 537 Woman, in chapter on Premarital Considerations; and Compensation payment for death, in chapter on Law), because from this skill he derives one of his principal attributes: acting as intermediary in the putchis, or wars between clans, and in all quarrels between groups and individuals. Tener palabra is the primary and basic talent for the acquisition of prestige as a cacique, for on this gift of oratory, on the practical knowledge of native psychology and of traditional law which guides him in his decisions, depends the success of his arbitrations.

622 The opinions of the cacique, mediator, or orator /Spanish palabra, lit. "word"/ -- all of which titles he has -- are respected; his counsel is asked for, his help is solicited in time of need, his opinion is consulted in the varying circumstances of the life of his kin and of others who know him. His accurate deductions and prudence keep strengthening his power until he becomes the headman of a district, which sees in him its representative and lawyer in all its problems and expects from him in exchange for the submission made to him, that he be capable of winning every time and easily dominating every abnormal situation that might arise.

In every family group one of these caciques will be found in power and one or more others capable of succeeding him, but circumstances will eliminate competitors until only one remains.

The authority of a headman is recognized primarily by his extended family group, but outstanding qualities of one of these family heads may cause his influence to be extended to other groups who, by considering him more powerful and influential